



Slide 1 features a background image of Earth from space with glowing satellite orbits. The text 'Security as-a-Service' is prominently displayed in white. Below it, three bullet points read: 'Cut complexity.', 'Evolve your security practice.', and 'Fuel your business.' The BTAA logo (Business Technology Association) and the WatchGuard logo are positioned in the bottom right corner.

# Security as-a-Service

Cut complexity.  
Evolve your security practice.  
Fuel your business.

**BTA** Business Technology Association®

**W**atchGuard®

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Slide 2 features a portrait of Joe Dagostino on the left. To his right, his name and title are listed, followed by his phone number, email address, and website. The WatchGuard logo is at the bottom right. A small copyright notice is visible in the bottom left corner.

## Joe Dagostino

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**W**atchGuard®

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You know you need **security**;  
WatchGuard can make it **easy**.

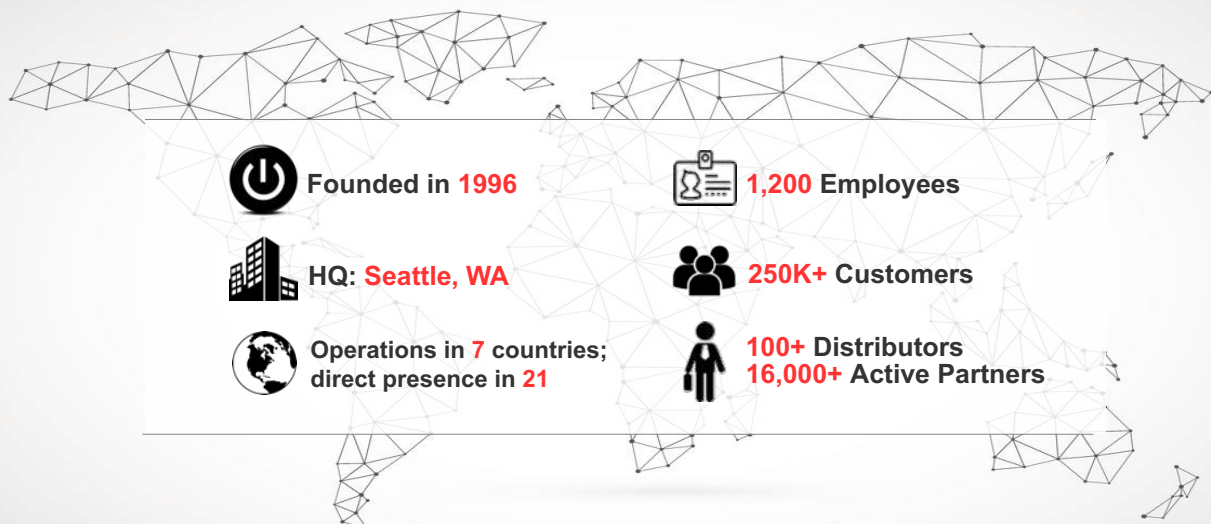


- ✓ Firewalls
- ✓ Wireless Access Points
- ✓ Multi-Factor Authentication
- ✓ Endpoint Security
- ✓ Single Management Platform

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## Who We Are



**Global. Experienced. Trusted.**

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## Industry Accolades



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All organizations need enterprise-grade security. Those who value streamlined deployment and simple management always chose WatchGuard.



Come for the **Security**, Stay for the **Simplicity**.

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## TAG WatchGuard Security-as-a-Service Program

TAG and WatchGuard's innovative program enables WatchGuard Partners to bring WatchGuard firewalls and wireless access points on a monthly recurring revenue basis



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## Partner's Profitability and Recurring Revenue

### Profitability and Recurring Revenue

- Program turns a one-time cash sale into long term recurring revenue
- **Up to 4 times the margin as compared to a one-time cash sale**




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# QUESTIONS?

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